

Reflecting Conversation Memory Mat

Inquire

*Elements of an Invitational Question
Approachable Voice*



Plural Forms

- “What are the reasons for...?”

Exploratory Language

- “What might be the causes of...?”
- “What are some of your hunches about...?”

Positive Presuppositions

- “As you examine the data, what are some of the similarities and differences that are emerging?”
- “What might be some of the questions you are asking yourself about _____?”

Paraphrase

Acknowledge and Clarify

“You’re thinking that...”

Summarize and Organize

“On the one hand...”

Shift Conceptual Focus

“So a strong belief for you is...”

Listening Set-Asides

- Autobiographical
- Inquisitive
- Solution



Commit to Application

Plan, design, project, speculate, envision

- “So how might you apply your new learning?”
- “How might you ensure that you maintain a focus?”

Reflect on the Coaching Process and explore refinements

Plan, design, project, speculate, envision

- “As you reflect on this conversation, how has it supported your learning?”
- “How might you incorporate this process into your own thinking?”

Construct New Learning

Formulate, forecast, experiment, construct, generate, elaborate, connect, project

- “What learning (s) do you want to take with you to future situations?”
- “What do you want to stay mindful of from now on?”

Pay Close Attention

Attend with both your mind and your body using elements of rapport:

*posture gesture tonality
language breathing*



Analyze Causal Factors

Compare, categorize, distinguish, evaluate, sort, judge,

Conclude, relate, infer, appreciate, empathize, if...then, personalize

- “What comparisons might you make between the lesson you had planned / envisioned and the one you taught?”
- “What effect did your decisions have on the results you achieved?”
- “What are your hunches about what caused?”

Probe

Meta-Model

- Universal Quantifiers (e.g., “Never?”)
- Modal Operators (e.g., “What stops you?”)
- Unspecified Verbs (e.g., “Think what, specifically?”)
- Unspecified Nouns (e.g., “Which parents, specifically?”)
- Comparators (e.g., “Better than what?”)



Summarize Impressions

And recall supporting information

Identify, retrieve, name, outline, evaluate, conclude, judge

- “How do you think it went?”
- “How are you feeling about?”



*Adapted from Center for Cognitive Coaching
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